R J Reynolds Tobacco Company

Mark Young
New York Metro

September 16, 1997

To: All NY Metro Managers

Winston Box Product Availability

■ *Indicates Regions that have achieved their 8/29/97 goal!*

Suggested Goals: (for 8/29/97)	90% Winston Box	85% Winston Lt.Box	75% Winston Lt.Box 100	50% Winston Ultra Box	50% Winston U. Box 100
Boston	[illegible]	[illegible]	[illegible]	[illegible]	58.8%
New York	[illegible]	[illegible]	[illegible]	[illegible]	61.3%
	(#3 nationally)	(#5 nationally)	(#3 nationally)	(#1 nationally)	(#1 nationally)
Philly	[illegible]	[illegible]	74.8%	39.7%	32.3%
Buffalo	[illegible]	[illegible]	66.7%	45.1%	43.4%
Pittsburgh	[illegible]	[illegible]	50.1%	39.0%	38.0%
Cinn.	[illegible]	[illegible]	42.8%	36.4%	35.2%
W-S	89.0%	[illegible]	68.5%	37.6%	36.8%
Atlanta	[illegible]	[illegible]	[illegible]	40.1%	38.8%
S.Florida	[illegible]	[illegible]	[illegible]	42.0%	41.0%
Dallas	84.2%	74.3%	68.9%	49.5%	48.7%
Richmond	87.6%	81.8%	60.0%	28.9%	28.4%
N.Calif	[illegible]	74.6%	54.0%	16.1%	15.9%
S.Calif	[illegible]	79.3%	71.9%	19.2%	16.5%
Seattle	[illegible]	[illegible]	73.8%	13.7%	13.6%
Houston	[illegible]	78.3%	67.3%	49.1%	49.1%
Chicago	88.8%	83.9%	23.5%	29.3%	27.1%
Minn.	[illegible]	[illegible]	30.5%	36.6%	34.8%
Denver	87.2%	75.1%	53.8%	44.7%	44.5%
Detroit	81.3%	78.6%	20.1%	19.1%	18.1%
St.Louis	88.0%	81.5%	59.2%	[illegible]	43.4%

As everyone can see, the NYM Region is once again doing what the company pays us to do ...."*Generate Results*". Every division should know exactly where they stand on Winston Box Distribution. If you're not up to the Region's number .... then you know what needs to be done before the end of September!

As I've said before...."***Well Done to the Complete Region Team***"!

Sincerely,

Mark Young

51842 4334

Source: https://www.industrydocuments.ucsf.edu/docs/thdp0000